

Curriculum Vitae

JAMES E. “Jim” PARCO, Ph.D.
Assistant Professor (Major, USAF)

Department of Management
 United States Air Force Academy
 2354 Fairchild Drive, Ste 6H-126
 Colorado Springs, CO 80840
 (719) 333-2334
james.parco@usafa.af.mil

EDUCATION

<u>Institution</u>	<u>Area</u>	<u>Degree/Date</u>
University of Arizona	Management: Interactive Decision-Making	Ph.D. (2002) M.Sc. (2001)
College of William and Mary	Business Administration	MBA (1994)
U.S. Air Force Academy	Economics	B.S. (1991)

DISSERTATION TOPIC

Two-Person Bargaining Under Incomplete Information: An Experimental Investigation of New Mechanisms
 (UMI, Dec 2001)

CURRENT TOPIC

DEPARTMENT OF MANAGEMENT, UNITED STATES AIR FORCE ACADEMY
Colorado Springs, CO

- Assistant Professor of Management
- Director of Curriculum
- Director of Faculty Development
- Advisor-in-Charge, Social Science

PREVIOUS PROFESSIONAL EMPLOYMENT HISTORY**AMERICAN EMBASSY****Tel Aviv, Israel**

Administrative contracting officer (ACO) and Chief of Security, Defense Contract Management Agency. Responsible for the administration of over \$1 billion in US and foreign military sales contracts to the Israeli private and defense sectors. Supervised a team of 14 American and Israeli contract administration staff. Provided direct combat support to US forces in Kuwait and Iraq during Operation Iraqi Freedom. 2002 - 2003.

ELLER COLLEGE OF BUSINESS ADMINISTRATION AND PUBLIC POLICY

University of Arizona, Tucson, AZ

Doctoral program. 1999-2002.

DEPARTMENT OF MANAGEMENT**U.S. Air Force Academy, Colo Spgs, CO**

Assistant professor (non-PhD) of Management (adjunct Jumpmaster/Parachuting Instructor with the 98th Flying Training Squadron). Additional duties included departmental scheduling for 24 instructors and 18 courses and Advisor-in-Charge for the Management major which increased 300% during tenure. 1996-1999.

NATIONAL SECURITY COUNCIL**The White House, Washington D.C.**

Director, Acquisition and Resource Management, White House Situation Support Staff. Responsible for all budgetary, procurement and administration functions supporting classified communication systems for the White House Situation Room, Air Force One and the National Security Council. 1994 - 1996.

FIRST FIGHTER WING / AIR COMBAT COMMAND**Langley Air Force Base, Hampton, VA**

Procuring contracting officer (PCO) and Chief of Commodities. Managed purchasing operation of 10,000 actions valued in excess of \$66 million annually. Supervisor of 20 military and civilian purchasing agents and contract administrators. 1991 – 1994.

RESEARCH INTERESTS

Strategic interaction, behavioral decision-making, game theory, learning, bargaining, queueing, market entry, coalition formation, simulation modeling, contests, trust

PUBLICATIONS

In press – “Equilibrium play in single-server queues with endogenously determined arrival times.” (co-authored with Seale, D.A., Stein, W.E. and Rapoport, A.) *Journal of Economic Behavior and Organization*.

In press – “Multistage sealed-bid k -double auctions: An experimental study of bilateral bargaining.” (co-authored with Zwick, R., Seale, D. Stein, W.E. and Rapoport, A.), in (S. Huck, Ed.) *Advances in Understanding Strategic Behaviour: Game Theory, Experiments, and Bounded Rationality: Essays in Honour of Werner Güth*. London: Palgrave.

2004 – “Population learning of cooperative behavior in a three-person centipede game.” (co-authored with Murphy, R. and Rapoport, A.) *Rationality and Society*, 16(1), 91-120.

2003 - “To Have and to eat cake: The descriptive role of game-theoretic explanations of human choice behavior cooperation.” A commentary on “Psychological game theory, and limitations of rationality in social interaction” by Andrew M. Colman. (co-authored with Casebeer, W.). *Behavioral and Brain Science*, 26, 159-60.

2003 – “Equilibrium play and adaptive learning in a three-person centipede game.” (co-authored with Rapoport, A., Stein, W.E., and Nicholas, T.E.). *Games and Economic Behavior*, 43, 239-265.

2002 – “Effects of financial incentives on the breakdown of mutual trust.” (co-authored with Rapoport, A., Stein, W.E.). *Psychological Science*, 13, 292-297.

2002 – “Coordination in the aggregate without common knowledge or outcome information.” (co-authored with Rapoport, A. and Seale, D.). <i>Experimental Business Research</i> . Eds. Rami Zwick and Amnon Rapoport. New York: Kluwer.
2000 - “The U.S. defense landscape: From extreme competitive advantage to commoditization.” (co-authored with Davis, K. J. and Green, S. G.) <i>Air Force Journal of Logistics</i> , 23, 25-40.
Revise and resubmit – “Enhancing honesty in bargaining under incomplete information: An experimental study of the bonus procedure.” (co-authored with Rapoport, A.) <i>Group Decision and Negotiation</i> .
Under review – “Joining a queue or staying out: Effects of information structure and service time on large group coordination.” (co-authored with Seale, D.A., Stein, W.E. and Rapoport, A.) <i>Experimental Economics</i> .
Under review – “Coalition government formation.” (co-authored with Garratt, R., Qin, C-Z. and Rapoport, A.). <i>International Game Theory Review</i>
Under review – “Strategy Elicitation in Symmetric Real Time Trust Dilemmas” (co-authored with Murphy, R.O. and Rapoport, A.). <i>Organizational Behavior and Human Decision Processes</i> .
Under review – “A note on bilateral trading with bonus.” (co-authored with Stein, W.E.). <i>Economic Theory</i> .
Under review – “Price-setting power and information asymmetry in sealed bidding.” <i>Managerial and Decision Economics</i> .
Under review – “Breakdown of Cooperation in Real-Time Trust Dilemmas.” (with Murphy, R.O. and Rapoport, A.) <i>Games and Economic Behavior</i> .

PRESENTATIONS AND PROCEEDINGS

March 2004: <i>Credible signaling as a mechanism for maintaining cooperation: Evidence from real-time trust dilemmas</i> . Tucson Interdisciplinary Workshop on Decision-Making (Number 4), “Perspectives on Decision-Making.” University of Arizona.
January 2004: <i>Potential Maximization and Coalition Government Formation</i> , 9th Coalition Theory Workshop, Universitat Autònoma de Barcelona (Spain)
November 2003: <i>Enhancing Honesty in Bargaining</i> – Economic Science Association North American Regional Meeting (Tucson)
October 2003: <i>Neuroeconomics</i> – Human Neuroimaging Lab, Baylor Medical Center (Houston)
October 2003: <i>Research Methodologies and Applications in Choice Behavior</i> – Department of Management Colloquium, United States Air Force Academy
August 2003: <i>Population Dynamics in a three-person centipede game</i> – Society for Probability, Utility and Decision-making, Annual Meeting (Zurich)
August 2003: <i>Population Dynamics in a three-person centipede game</i> – International Conference on Social Dilemmas,

Bi-annual Meeting (Stockholm)
July 2003: <u>Joining a Queue or Staying Out: Effects of Information Structure and Service Time on Large Group Coordination</u> , Society for the Advancement of Behavioral Economics, 2003 Annual Meeting
January 2003: <u>Incentives in Experimental Decision Behavior</u> – Department of Psychology, Graduate seminar on Social Psychology, The Hebrew University (Jerusalem)
January 2003: <u>Equilibrium play in a three-player centipede game</u> – Game Theory seminar, Industrial Engineering Department, Technion (Haifa, Israel)
November 2002: <u>Population Learning of Cooperative Behavior in a Three-Person Centipede Game</u> – 2002 Annual Meeting of the Society of Judgment and Decision-Making.
November 2002: <u>Human behavior in strategic games</u> – Organizational Behavior faculty, Tel Aviv University
November 2001: <u>Effects of financial incentives on the breakdown of mutual trust</u> – 2001 Annual Meeting of the Society of Judgment and Decision-Making.
November 2001: <u>Strategic play in single-server queues with endogenously determined arrival times</u> – 2001 Economics Science Association North American Regional Meeting.
February 2001: <u>Deciding on deciding</u> - Decision-making and cognitive control functions: An exploration of the cognitive Neuropsychology/Economics interface. 2 nd Annual Interdisciplinary Cognitive Science Conference.
October 2000: <u>Coordination in the aggregate without common knowledge or outcome information</u> – 2000 Economics Science Association North American Regional Meeting
May 2000: <u>Two-stage bargaining</u> – 2000 Business Decision Research in Management Conference
April 2000: <u>Games of incomplete information</u> – 2000 UA/ASU Summit del Sol Conference
July 1999: <u>Competitive landscapes for defense economics</u> – 1999 Western Economics Association Conference
November 1998: <u>Appreciating ambiguity at the undergraduate level: Creating portals to enactment and creativity</u> – Proceedings, 1998 American Society of Business and Behavioral Science Conference

SIGNIFICANT AWARDS

2004: Dr. Quay C. Snyder Memorial Mentorship Award (<i>Department of Management, U.S. Air Force Academy</i>)
2003: Dept of Management Nominee, McDermott Outstanding Research Award (<i>U.S. Air Force Academy</i>)
1999: Outstanding Academy Educator (<i>U.S. Air Force Academy</i>)
1998: Theodore Helmer Outstanding Instructor Award (<i>Department of Management, U.S. Air Force Academy</i>)
Defense Meritorious Medal (2003; 1996) Meritorious Service Medal (1999)

PROFESSIONAL SERVICE

Referee, National Science Foundation (grant proposals)
Referee, <i>Organizational Behavior and Human Decision Processes</i>
Referee, <i>Experimental Economics</i>
Referee, <i>European Journal of Operations Research</i>

SCHOLARSHIPS, FELLOWSHIPS AND GRANTS

2002: Visiting post-doc, Department of Marketing, Hong Kong University of Science and Technology.
2001: Research grant. Eller College of Business, University of Arizona
1999-2002: Doctoral sponsorship, Air Force Institute of Technology
1999: Fellowship, International Foundation for Experimental Economics Annual Workshop

TEACHING EXPERIENCE

<u>Course Number</u>	<u>Course Title</u>	<u>Location</u>	<u>Semester</u>
Mgt 372	Introduction to Investing and Personal Financial Responsibility	U.S. Air Force Academy	Fall 2004
Mgt 303	Management Perspectives	U.S. Air Force Academy	Fall 2004
Mgt 495	Making-Decisions: An Introduction to Judgment & Decision-Making and Game Theory	U.S. Air Force Academy	Spring 2004
Mgt 499	Decision-Processes of the Middle-East Conflict	U.S. Air Force Academy	Spring 2004
Mgt 200	Introduction to Management	U.S. Air Force Academy	Fall 2003
PSYC 596F	Cognitive Psychology	University of Arizona	Fall 2001
MAP 432	Bargaining	University of Arizona	Fall 2000
Mgt 482	Investing and Personal Finance	U.S. Air Force Academy	Spring 1999
Mgt 372	Investments	U.S. Air Force Academy	Fall 1998
Mgt 301	Information for Managerial Decision-Making	U.S. Air Force Academy	Fall 1998

Mgt 371	Managerial Decision Models	U.S. Air Force Academy	Spring 1998
OR 310	Introduction to Operations Research	U.S. Air Force Academy	Fall 1997
Mgt 210	Introduction to Management	U.S. Air Force Academy	Spring 1998, Fall 1997 Spring 1997, Fall 1996

TEACHING INTERESTS

Behavioral decision-making, strategy, game theory, general management, investments/personal finance, bargaining/negotiation, experimental/behavioral economics

PROFESSIONAL SOCIETIES AND ORGANIZATIONS

Economic Science Association

Society for Judgment and Decision-making

Air Force Association

United States Parachuting Association

RESEARCH IN PROGRESS

- (1) Fair-division and sequential two-stage bargaining under incomplete information (with Daniel, T. E.)
- (2) Equilibrium invariance in a 24-player contest (co-authored with Amaldoss, W. and Rapoport A.)
- (3) Common knowledge of gender: A queue for cooperative behavior (with Murphy, R.O.)
- (4) Two-stage contests with budget constraints: An experimental study (with Amaldoss W., Rapoport, A., Stein, W.E.)
- (5) Strategic resiliency in bilateral bargaining (with Ferrante, C.)
- (6) Review article: Games of trust (with Murphy, R.O.)
- (7) Optimal allocation of responsibility: An experimental investigation
- (8) Book: Making Decisions: A primer on individual and interactive domains
- (9) Book: The officer's personal financial handbook: Analysis of critical career decisions (with Fraser, S.P.)
- (10) Book: Bilateral bargaining models: Theory and experiment